

## URGE ORGANIZATION AND CO-OPERATION

Speakers Tell Dairyman at Richmond How to Prevent Middleman From Getting Too Much Profit

### FARMERS MUST COMBINE

Turner Center Association, Now Doing a Six Million Dollar Business Annually, May Be Invited to Extend Its Field into Vermont

Co-operation between the producer and the consumer, and among the farmers themselves, combined with organization of both producers and consumers, to eliminate waste and prevent the middleman from getting more than a fair share of profit, while standardizing and advertising products, will spell success for the farmers of America, and go far to solve the difficulties of the present high cost of living. This was the sentiment predominant at the meeting of the dairyman at Richmond, held in the Turner Center Association, Tuesday. It was felt that the solution of production and marketing of dairy products as well as of all other products, could be solved through this co-operation.

### BENEFITS OF CO-OPERATION.

Mr. Patten explained in some detail the workings of the Turner Center Dairying association, which began in a small way as any other association begins, and now handles a business of more than \$6,000,000 every year, serving some 5,000 people all over New England. This association has a profit sharing plan under which a bonus of \$125,000 was distributed among its farmer stockholders last year. This year there will be dividends of more than \$100,000 to be distributed in the form of bonus shares of stock.

The Turner Center Dairying association is ready to get together with any dairying organization in New England, said Mr. Patten, and the farmers of this section of Vermont want to consider joining hands with this organization, or forming a similar association of their own, there ought to be no difficulty in putting across such a movement.

"There has been a great deal of talk here today about co-operation," said Mr. Patten. "If you really want to co-operate, let's go ahead and do it, not simply talk about it. You will make mistakes, but don't think that means failure. Learn to make progress, both by success and failure. I believe that all New England is ready to co-operate when somebody lays out the right program."

Mr. Patten declared that the establishment of local units of co-operative creameries alone does not satisfy the purpose, even for that locality. It is necessary either to federate these local units into a greater unit, in order to have strength enough to resist competitive organizations, or to form a union, such as the Turner Center Dairying association.

Richard Patten was introduced by Frank W. Clark, of Williston, as the man who has given years of his life to the dairyman of New England and who has added millions of dollars to New England property.

Mr. Clark, who presided at the Dairyman's meeting yesterday, is a former president of the New England Milk Producers' association, and it was largely through his initiative that yesterday's very successful meeting was arranged, and the speakers of note in the dairying world secured for the occasion.

Fully 200 farmers, their wives and friends, a crowd which taxed the seating capacity of the Richmond theatre, attended the meeting. Besides Mr. Patten, the speakers were John A. Shirley, of Springfield, Mass., manager of the Eastern States Agricultural and Industrial League; R. D. Cooper, of New York city, president of the Dairyman's League of New York, and a member of the executive committee of the National Board of Farm Organizations; Frank S. Adams, of Bowdoinham, Me., president of the New England Milk Producers' association; and Frank H. Edwards, manager of the Richmond Creamery.

The meeting opened at 10:30 o'clock in the morning with community singing, led by Miss E. P. Frost of Burlington. Community singing was followed by a short song-lecture at the opening of the afternoon session, and gave a brief talk on community co-operation as a necessary part of all successful undertakings. Mrs. J. N. Bevil of Richmond, furnished the accompaniment for the singing.

John A. Shirley spoke in the morning, while the other speakers were heard at the afternoon. Howard W. Selby, general manager of the Eastern States Farmers' Exchange, who was expected to speak at the morning session, was unable to be present on account of illness. Dinner was served to a large number at the Hotel Richmond at the noon hour.

Mr. Clark, in opening the meeting, said that this is the time when farmers are forced to draw together in order to protect themselves. All other classes of workers are adopting wage schedules and organizing to enforce them, and the farmers must do likewise, and organize in such a way that there will be no competition.

and the consumers should organize to protect against the dealer's taking an unfair profit, trying to squeeze all he can out of the farmer on one hand and out of the consumer on the other hand.

Mr. Shirley told of the work which had been done in Hampshire county, Mass., where he lives. He explained how the co-operative farmers' exchanges had been started in order to help farmers get their grain at the lowest possible cost, and how the grain dealers had fought this movement with success, because they could make up in communities where the farmers were not organized what they might lose in places where they had to meet organized exchanges.

The task was hopeless from the standpoint of one county, said Mr. Shirley, and the Eastern States Agricultural and Industrial League was formed with the idea that an organization including the entire eastern section of the country could fight the dealers with more success. To a large extent, this league has been successful, but in order to have it entirely so, the farmers all over New England must co-operate with the league.

In speaking of the work of the New England Milk Producers' association, Mr. Shirley emphasized the point that the dairyman must have a reasonable profit in order to keep his farms in operation. In other words, the dairyman must be able to pay the farmer a fair price for his milk. The speaker pointed out that if any group of farmers in New England put their milk on the market at a price less than the fixed price of the N. E. M. P. A., it would break the market and eventually break the members of the association, so that these farmers who sold under the association price would really hurt themselves, for they would not be able to get the higher price at any time.

If the dealers would only realize that a good fair price to the producer means increased production, better quality, and consequently a greater demand and more business for the dealers themselves, said Mr. Shirley, they might not be so anxious to squeeze all they can out of both the producer and the consumer. This does not apply to all dealers, added the speaker, for many of them are trying to deal fairly with both parties.

It is necessary that the consumer be educated as to the cost of production of milk in order that he may know what the farmer ought to receive for a fair price. Then the consumer and the producer can co-operate intelligently for efficiency and economy in distribution. While laborers in high industrial plants in Massachusetts have been organized to co-operate with the farmers to do away with the excess profit of the middleman, the laborers have been able to save money, while the farmers have been able to raise the price of their milk. In handling poultry in this country, it has been estimated that the middleman gets 55.1 per cent of the consumer's dollar, while the farmer who raises the poultry gets only 44.9 per cent. In my home state of New York, the farmers of New England, the middleman gets 66 per cent of the consumer's dollar, leaving the farmer only 34 per cent. But the apple growers of California get 50 per cent of the consumer's dollar on apples sent all the way across the United States, only because the apple growers are organized in such a way that the middleman cannot take advantage of them.

The solution of the difficulty, declared Mr. Shirley, is co-operation, which has for its aim the bettering of the farmer's home and of the consumer. We must have an economic democracy before we can establish this co-operation between the producer and the consumer, and between capital and labor, democracy will go by the board and Christianity be merely theory.

"If you men are loyal to your country farmers' exchanges, to the Eastern States farmers' exchanges, and will get back of the N. E. M. P. A., I know there is not a farmer in Vermont who wants to see his home oppressed, exploited, driven to the wall," declared Mr. Shirley in closing.

"Half a million dollars goes from New England to the west for food every year which might come into Vermont. Every year we do not raise the food here, industrialists and the farmers will soon lose their markets unless they can produce more. We must learn to link up industrial labor with farm labor and eliminate all unnecessary waste."

### RECONSTRUCTION PERIOD DANGER.

R. D. Cooper of New York declared that the reconstruction period is much more dangerous to the farmer than was the war period. He told of the rising strength of the National Milk Producers' association, backed by the various local organizations in different parts of the country. Also, the National Board of Farm Organizations has recently become a part of the country's government. It was organized out of the part of this organization and the National Grange which brought about the repeal of the daylight saving law, despite the veto of President Wilson, declared Mr. Cooper, and other legislation can be brought about the same way. If capital and labor have the right to combine, the food producers of the country should have the right to do likewise, he declared. In California, in Ohio and Illinois, the officers of the farm organizations were indicted and tried for collecting and selling the products of their farms, but in each case they were acquitted. There have been prosecutions under the Sherman Act, and it is necessary that this act be amended if the farmers are to have the same rights of organization which capital and labor have.

Mr. Cooper declared that the reason so many farmers' exchanges have failed is the lack of business control and uniform management. Farmers got the idea that the exchanges were going to run and co-operate with the dealers, where the farmers can send their surplus and have it dumped on to the market to break the prices. The making of cheese is an industry which is going out of fashion, but which should be cultivated to a greater extent in the co-operative creameries.

"To make this co-operative movement a success, you cannot go it alone," declared Mr. Cooper. "You must unite and protect one another. The Nestle Food company has recently incorporated for \$100,000. What can individual co-operative plants do against such a company? But, if you stick together, there isn't any combination of money that's going to bust you" (applause).

"Co-operation is going to bring to us better business, better farming and better living," declared Mr. Cooper in closing. Frank S. Adams of Maine, president of the New England Milk Producers' association, declared that "there is no prosperity where agriculture does not prosper. The farmer is the foundation of our whole social structure."

Our six plant in America today is "Cost plus a reasonable profit" according to Mr. Adams. It is no longer true that competition is the life of trade; competition is the cause of much waste in trade. There are two ways in which the farmer may succeed in securing cost plus a reasonable profit: (1) By collective bargaining, all farmers selling products on the same market; (2) by increasing the demand so that there will be no surplus, which means advertising, giving the consumer a better product, and standardizing the farmers' organizations.

Mr. Adams told how the Maine apple growers had established a reputation for high grade apples and thus got better prices and a regular trade through organizing, standardizing, establishing a brand, having their apples packed by experts, and advertising. He declared that these were the elements of success in the handling of any farm product.

Just before the close of the meeting, Frank H. Edwards, manager of the Richmond creamery, endorsed the movement to join with the Turner Center Dairying association and to support the N. E. M. P. A., declaring that the experience with the Richmond creamery had convinced him that the small co-operative creamery could hold its own without becoming a part of the larger milk-producing organizations.

### UNIVERSITY NOTES

#### One New Society Formed and Others Announce Names of Girls Pledging

A new society known as Pi Alpha Alpha was formed Saturday evening, when initiation was held at the home of Mrs. Aiken at 333 Loomis street, followed by an initiation banquet at the New Sherwood. The charter members are Helen Aiken of Burlington, Marjorie Perrin of Greenboro, Frances Maynard of Bakersfield, Florine Emerson of Barton, Amy Hammond of Burlington, of the class of '22; Mary Kelly of Red Bank, N. J.; Barbara Fletcher of Albany, Kathleen Keenan of Albany, Ida Johnson of Bakersfield, Ida Vonnor of Waterville, Marjorie Montague of East Fletcher, The guest of honor at the banquet was Miss Pearl Randall Wasson, dean of women. Those giving toasts were Mrs. Wasson, Thoughts for Fraternity; Kathleen Keenan, The Spirit That Does Things; Ada Hill, "Gordian Knot"; Ida Vonnor, "Our Relation to the College"; and impromptu speeches by Mary Kelly and Frances Maynard. Marjorie Perrin, '21, served as toastmistress.

There were eight courses. Vermont Beta of Pi Beta Phi announced the pledging of the following girls: Muriel Crowe of Bradford, Katharine Carpenter of Essex Junction, Annie Sargent of Warren, Florence Farr of Bristol, Doris Broadbent, Marjorie Cota of Burlington, of the freshman class, and Linda Clark of Burlington of the sophomore class.

Eta Chapter of Delta Delta Delta announced the pledging of the following girls, all of the class of 1923: Mary Austin of Richmond, Janice Byington of Charlotte, Elizabeth Smith of Burlington, Pearl Berry of Richmond, Marjorie Sargent of Barton, Ruth Reed of Washington, D. C., and Florence Todd of Elvira, Ohio.

Epsilon Chapter of Alpha Xi Delta announced the pledging of the following girls: Marion Way and Marjorie Zottman of Burlington, Phyllis Robinson of St. Albans, Dorothy Baynes of Pittsford, Evelyn Thomas of Beavertown, Betty Bolton of Morrisville, Betty Kimball of Essex Junction and Doris Foster of Island Pond.

Lambda Chapter of Kappa Alpha Theta announced the pledging of the following girls: Helen Atkinson of Amherst, Mass., Ruth Blodgett of Lyndonville, Colia Field of Vergennes, Phyllis Hill and Muriel Smith of Morrisville, Rhoda Davis of Manchester, Hilda Woodruff of Troy, N. Y., Mary Bliss and Harriet Colburn of Burlington.

Reta Sigma of Sigma Nu Fraternity held its initiation at the Sigma Nu Lodge Saturday evening. The initiates were Robert A. White, '22, of Burlington, John G. Adams of Burlington, Lindsay M. Hays of Essex Junction, J. Walter Jennings of St. Albans and Rupert J. Wheelock of Colchester, all of the class of '23. After the initiation a banquet was held at the Hotel Vermont resort garden.

Among those who responded to toasts were E. L. Gilbert, '23, L. C. Barrows, '23, H. H. Sunderland, '20, R. M. Anderson, '21, L. N. Carson, '21, J. W. Jennings, '23, and R. M. Legur of Delta Chi Chapter at Trinity College. Others who attended the banquet were Professors W. E. Aiken, '30, and J. F. Meserve, '21, Nu Chapter, University of Kansas, Capt. P. S. Gilmore, '18, of New York, Arthur N. Willis, '15, of Pittsford, William Prince Smith, '13, of Pittsford, Mass., Donald J. Corlies, '22, of St. Albans and Hudson A. Beattie, '22, of Esplanade, Vermont.

At the student convocation of the University of Vermont at four o'clock Friday afternoon, held in the gymnasium, President John M. Thomas of Middlebury gave a talk on Americanization. President Thomas said that the war brought to us a new face with an important fact and that was that we as a country were shamefully extravagant. During the small time we were in the war we spent as much money as either France or England all of the time they were fighting. This, he said, was a national fault, for not only is the country extravagant as a whole, but nearly all of the individuals of the country also are extravagant. He talked of the future of the country, urging that this fault be overcome.

The meeting opened with "Hail, Green and Gold" and at the end of President Thomas' talk, the students gave a Vermont cheer, followed by his name. The meeting closed with "Champlain."

Student night at the Majestic Theatre was attended by throngs of college men and women Friday night. The greater part of the auditorium was taken over by college people, and a large number of townpeople were present to watch the students and a very good program of entertainment. Following the moving pictures, a brief musical entertainment came. The Glee club gave a selection. This was followed by a comic monologue and solo by E. E. Kilgus, '22. The string sextet gave several popular selections.

The organization consists of W. R. Buck, '20 and A. H. Cheney, '21, mandolin; S. D. Smith, '22 and Harry Sharples, '21, banjo-mandolin; S. S. Pearce, Jr., and E. C. Simonds, '22, guitars. Sharples gave some songs and a banjo-mandolin, and the entertainment closed with two selections by a quartet consisting of Sharples, '21, Durfee, '20 (medley), Parker, '20 and Staples, '22. Cheers were led by McMahon, '22 (medley) and Buck, '20. The college men then marched up Church street and then to the university gymnasium for a short smoker, arranged by the Mellesden society.

The football game, given by the sophomore and freshman classes Tuesday night in the gymnasium, was a fine success. A very large number of students were present at the first affair of this kind since 1917, and the fraternity booths provided a variety of refreshments were served between lights. There were nine in all, including a very attractive one designed and erected by the non-fraternity men. Foot-Cole and Mrs. H. A. Leenhauer, and Maj. W. P. Edmund, M. C., were the chapters. Music for the order of 18 dances was furnished by the Van Ness seven-piece orchestra.

At a meeting of the athletic council Monday afternoon, it was voted that the following members of the sophomore football squad should receive their uniforms: Capt. Cole, Manager Young, Tryon, Kibbee, McCuen, L. G. Smith, Lance, Major, Stevens, Barry, Simonds, Palmer, S. D. Smith, Buck, Boni, Johnson, Niles, Moore and Hanson. The men of the squad were to receive their uniforms at the football banquet, for which no definite date has as yet been set.

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## APPOINTMENT FALLS TO MIDDLEBURY MAN

Professor Raymond McFarland Made Executive Secretary of Interchurch World Movement in Vermont—Conferences to Be Held in All Counties

Prof. Raymond McFarland of Middlebury College was Tuesday appointed executive secretary of the interchurch world movement in Vermont and has been released from his duties at Middlebury. He will devote his entire time to perfecting the organization in the great evangelical movement, which will first be extended to the counties, from there to the towns and thence into the churches and individuals in the different places.

Professor McFarland, who will be present in Middlebury and direct the work from there, Mr. McFarland is a native of Maine, was graduated from Amherst College and Yale University, and has had ten years' experience as principal of secondary schools in New England and New York. He was for one year instructor at Castleton Normal school and has been professor of secondary education at Middlebury since 1909, where he was also for five years director of the summer session.

The new executive secretary was a leader in an expedition into an unexplored section of Labrador in 1910 and a member of the Plattsburgh camp in 1915 and 1918. He served as major of the Middlebury College battalion, Vermont Volunteer Militia, was commissioned a second lieutenant in the U. S. Infantry and served as personal adjutant in 1918.

He is the author of the following books: "A History of the New England Fisheries," "Secondary Education in Vermont," "Skipper John of the Nimbus," "Beyond the Height-of-Land," and "The Challenge of the Sea" (in press).

The State executive committee has decided to recommend the holding of county conferences for the advancement of the interchurch world movement at the following places and probable dates: 1. Woodford, December 2 and 3. 2. Newport, December 2 and 3. 3. Johnsonbury, December 3 and 4. 4. Morrisville, December 4 and 5. 5. Burlington, December 8 and 9. 6. Middlebury, December 9 and 10. 7. Bennington, December 11 and 12. 8. Brattleboro, December 15 and 16. 9. White River Junction, December 16 and 17. 10. Montpelier, December 17 and 18. 11. St. Albans, December 18 and 19. 12. Grand Isle, December 19 and 20.

These conferences will last two days, one overlapping the other. At these conferences there will be at least six speakers. Practically the same subjects discussed at the State conference will be taken up at each county conference. The speakers will be invited to the town and into the last church. Secretary Merrill, the district superintendent of the Methodist Episcopal Church and Professor McFarland will attend all the conferences. There will also be speakers from outside the State, as well as some of the best men in the county.

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## F. D. ABERNETHY.

Head of Church Street.

Business Hours: 8:30 a. m. to 5:30 p. m.

## Make the Christmas Purchase Now

CHRISTMAS IS RAPIDLY APPROACHING AND THIS STORE HAVING FOLLOWED ITS USUAL POLICY OF BEING READY AFORETIME IS NOW FILLED TO OVERFLOWING WITH MERCHANDISE SUITABLE FOR GIVING.

Why not continue the "Shop Early" program of the war days and avoid the rush, confusion and unsatisfactory selections attendant with last minute purchases.

Furs—Gloves

Linens—Material for a Gown—Neckwear

Silk Hosiery—Lingerie

A Negligee—A Blouse

Velvet Bags

All these and more in an unusually large and carefully selected assortment are now conveniently displayed throughout the store affording convenient opportunity for selection.

FURS

A LUXURIOUS GIFT FOR MANY DAYS

It may be a Coat, Small Furs or a Single Piece of Fur, but whatever the selection is, if chosen from our dependable assortment no mistake can be made. The quality is the best, the styles new and smart, the prices open to comparison anywhere for like merchandise.

GLOVES

CHOOSE WELL FITTING GLOVES

Gloves have, from times long past, been the gift par excellence, this year the scarcity of gloves rank them among gifts royal. We are supplied with foreign and domestic gloves which have no equal and the supply includes those for street, sports and dress, reasonably priced.

SILK HOSIERY

OF FINEST QUALITY

For either women or men Silk Hosiery makes a gift which is sure to be appreciated. Our stocks allow a wide range of prices for selection but in making a purchase of silk hosiery at this store one is assured of smartness, quality and serviceability no matter what the price paid.

LINENS

AMPLE QUANTITIES OF LINENS HERE

And such linens as these will not be duplicated for some time to come—for the quantity is becoming decidedly limited—moreover the price at which these linens is offered is considerably lower than the market price to-day, therefore, a gift of linen is not only acceptable but almost priceless at the present time.

FABRICS

SELECTED WITH THE GREATEST CARE

It may be thick or thin, dark or light—whatever pleases the recipient. A most fascinating assortment of the best is featured in silk, wool and cotton fabrics.

NECKWEAR

UNUSUAL AND BECOMING

A variety of styles and materials. From this charming assortment a becoming scarf or collar may be selected which will lend individual charm to the Christmas gift.

LINGERIE

OF DAINTIEST APPEARANCE

Charming to the eye, exquisite lingerie in novel styles occupies a prominent position on the gift list of each fastidious shopper.

A NEGLIGEE

THE BEAUTIFUL ROBE OF REPOSE

Fashion favors the House Robe of Corduroy, the garment of soft albatross, the charming confection of silk. A complete showing of new styles at reasonable prices.

THE BLOUSE

A DIFFERENT STYLE FOR MORNING AND AFTERNOON

As many models in as many shades as one has friends to remember constitutes an ideal source of supply from which to obtain the gift that is different. Priced from . . . \$3.25 up

VELVET BAGS

THE GIFT SUPERLATIVE

An ideal gift—one that is practical as well as surpassingly beautiful. The daintiest of bags in shades to match the gown or suit, made of pure silk velvet lined with silk in contrasting or self colors.

Special

Fownes Silk Lined Chamoisuede Gloves

\$1.50 per pair.

A large number of women will be delighted to know these gloves have arrived and are now obtainable. A glove that resembles very closely the very finest quality of genuine Mocha or Suede Kid. Two clasp, silk lined, warm, comfortable, smart looking and inexpensive. For ordinary wear during the winter months we know no other glove that equals it. Shades of grey and beaver.

harmonize their differences. Refusal to do so will defy and betray the people of this country by whom they were elected and to whom they must answer.

The treaty should be ratified at the earliest possible moment after the Senate reconvenes on December 1. In the name of thousands of Americans who have died to bring peace and end war, and of millions of Americans who have toiled and sacrificed to that end, we call upon the Senate to forget prejudice and partisanship and agree upon a resolution of ratification couched in terms that will permit the other signatories of the treaty to

## MINERS' EFFICIENCY FALLS AS PAY GOES UP

Increase in Wages Tends to Lower Production, Says C. A. Prouty, Director of Valuation of Railroads for Interstate Commerce Commission

The Hon. C. A. Prouty of Newport, who as director of valuation for the Interstate Commerce Commission, has the task of keeping track of the value of the railroads of the United States, amounting to about twenty billions of money or nearly the amount of the war debt, was at the Hotel Vermont Tuesday and was interviewed by a Free Press reporter regarding the statements that the coal miners were able to work only a small part of the time because of the scarcity of coal and the equipment for hauling them.

Mr. Prouty stated in answer that during the month preceding the coal strike, more coal was mined than in any previous month in history and the railroads had the mines practically cleaned out. Of course in order to have plenty of coal cars during the three most severe months of the year, the railroads would be compelled to make a big investment in stock which could be used only a short time and would be idle for nine months. People to a large extent have coal only as they need it and do not buy ahead in sufficient quantities to keep the cars busy.

Mr. Prouty stated further that the coal miner was a "needing animal." A large percentage of them work only when they have to and when the wages are higher than the amount of work put in by them is likely to show a decided decrease. In other words, the miner goes back to work when the money runs low, therefore his efficiency varies almost inversely with the wages he is paid for his labor.

Mr. Prouty's figures showed that